

ADVICE IN POETRY FOR SPIESE AGENTS

Worth & Co. Salesmen Urged in Rhyme to Go After Business

OFFSHOOT OF CREDIT FIRM

In poetry, prose and philosophy salesmen of Worth & Co., Inc., were urged to sell their stock.

Literary leanings of the Worth promoters were discussed today by investors in looking over the corporation's books.

After getting this far, it appears that the poet decided it wasn't profitable enough.

Business continues brisk from all parts of the country, and we are gratified to announce that since we have been in business...

Incidentally, it was apparent by the text of many of the letters that Spiese was anxious to develop a chain of Worth offices from coast to coast.

Several salesmen who were employed by the credit corporation asserted they were decided by officials of the company, and assert that the energy formerly used in behalf of the company will now be used to aid the promoters who brought about the temporary receivership.

There are other salesmen, however, who assert that all the losses of the company, and the credit corporation and its offshoots.

Child, Two, Breaks Legs in Fall

How Spiese Put "Pep" Into His Salesmen

"Get a man at his desk where you won't be interrupted and don't answer a question unless you succeed in this."

"Drive home your arguments with earnestness, with fire, with heat, with clenched hands."

"There must be fire in your blood and manner. The friendly, honest kind of fight that wins your man's admiration and not his antagonism."

"Go into an office as though you're doing your prospect a favor by calling, and remember you are."

"You must dominate the situation at all times. That is merely preliminary to his signing contract and check."

Reform Leaders Declare Raids Will Follow Unless They Close Doors

Atlantic City, Nov. 1.—Another tidal wave of reform is about to engulf Atlantic City, the first splash coming this morning with the appearance of advertisements in the local papers signed by four reform leaders...

Wills and Inventories Filed

The following wills were admitted today to probate: Donald A. McMonte, 1924 Race street, \$2,420; Ali A. Schaeffer, Christiansburg, Va., \$12,500.

40 Choice Mixed Tulips \$1.50
30 Choice Mixed Narcissus \$1.15
15 Choice Mixed Hyacinths \$1.20

MICHELL'S SEED HOUSE
518-516 Market St.

IRISH CONFERENCES ON AGAIN IN LONDON

Lloyd George's Hands Strengthened by Commons' Mandate to Continue Peace Negotiations

RAPID PROGRESS EXPECTED

By the Associated Press
London, Nov. 1.—Peace negotiations between representatives of the British Government and delegates of the Dail Eireann were resumed at the official home of Prime Minister Lloyd George today.

After the meeting, which lasted for thirty-five minutes, it was stated that another committee meeting of conference will meet on the negotiations program.

Lloyd George strengthened by the mandate vote in the House of Commons last night, giving him a mandate to continue the negotiations with the Sinn Fein representatives, is believed to stand in a position which may result in considerable progress in the negotiations during the next few days.

The four conferences which are discussing Irish affairs today do not constitute a committee for determining the course of future conversations, it was said in Sinn Fein quarters.

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Widow Dead in Gas-Filled Room

Mrs. Mary Berger, fifty years old, a widow, who lived at the boarding house of Mac Stein, 621 North street, was found dead in her room last night which was filled with gas.

Auto Runs Down Six-Year-Old Boy

Neil MacNeal, six years old, of 1614 North Sixty-first street, was struck by an automobile near his home last night and badly hurt.

Views Arms Parley With Legal Mind

Continued from Page One
law and logic as much as Hughes loves them, but both are intellectuals.

There is a certain rigidity about a mind of this sort. When you prepare your case in advance too thoroughly you are like the player who sets his hands to receive a fly ball long before it has reached him.

As an American battering ram in the conference, Mr. Hughes' rigidity would be effective. He is a mighty force of intellect and character.

May Be His Conference

Still Mr. Hughes is a figure of first-class importance, and this may turn out to be his conference, instead of Mr. Lloyd George's, as most well-informed people think.

His career as Secretary of State has been one series of triumphs, apart from the victory of the Senate when it took the heart out of his German treaty by reserving to Congress the decision whether the United States should be represented in the Reparations Commission or not.

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Deaths of a Day

FRANK H. FLEER
Millionaire Chewing Gum Manufacturer Dies in South

Frank H. Fleer, millionaire chewing gum manufacturer of this city, died last night of apoplexy at his country estate at Thomsville near Charlotte, N. C.

Master of Publicity
Mr. Hughes, too, is the greatest master of publicity in Washington.

He does not see the men standing before him. He looks through them and over them to the public.

Women Hold Rally Tonight
The Women's Democratic Committee of the Thirty-ninth Ward, will hold a rally tonight in Toner's Hall.

Mrs. Mary R. Graves
The funeral of Mrs. Mary R. Graves, who died yesterday at her home, 22 Riverview avenue, Drexel Hill, Pa., will be held in Covington, Ky.

Edward D. Hearne
Wilmington, Del., Nov. 1.—Edward D. Hearne, former auditor of the State Department at Washington, died at Delaware Hospital yesterday from the effects of two bullet wounds in the head.

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A Real Shoe Sale Galsimer for Men 2500 Pairs of \$10 & \$12 SHOES \$6.75 \$7.25 THE BIG SHOE STORE 1204-06-08 Market Street

Out today New Victor Records November 1921 HIS MASTERS VOICE VICTOR TALKING MACHINE COMPANY Camden, New Jersey